

Message Text

UNCLASSIFIED

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ORIGIN NEA-12

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R 062154Z AUG 73

FM SECSTATE WASHDC

TO AMEMBASSY NEW DELHI

AMCONSUL BOMBAY

AMCONSUL CALCUTTA

AMCONSUL MADRAS

UNCLAS STATE 154825

E.O. 11652: N/A

TAGS: BTRA, IN

SUBJECT: VISIT BY PARKER HANNIFIN

1. RICHARD S. OVERTON, DIRECTOR, MARKET PLANNING AND RESEARCH, PARKER HANNIFIN (CLEVELAND, OHIO) PLANS 10-DAY VISIT TO INDIA. OVERTON SCHEDULED ARRIVE NEW DELHI SEPTEMBER 22 AND AFTER 4/5 DAY STAY TO VISIT BOMBAY, CALCUTTA AND MADRAS. TRAVEL SCHEDULE WITHIN INDIA NOT YET FIRM. OVERTON PLANS CALL ON EMBASSY UPON ARRIVAL.

2. OVERTON INFORMED DEPTOFF HE IS INTERESTED IN SALES/ INVESTMENT POSSIBILITIES FOR FLUID POWER EQUIPMENT. HE IS VISITING INDIA (AS WELL AS OTHER SOUTH AND SOUTHEAST ASIAN COUNTRIES) TO TALK TO LARGE MANUFACTURERS WHO BUY SUCH COMPONENTS, E.G., MANUFACTURERS OF CONSTRUCTION MACHINERY, PLASTIC PRESSES, RUBBER-MAKING MACHINERY.

3. IN DELHI, OVERTON WOULD LIKE TO MEET WITH GOI OFFICIAL OR KNOWLEDGEABLE PRIVATE SECTOR ECONOMIST FOR INFORMATION ON LIKELY GROWTH TRENDS IN SPECIFIC ENGINEERING AND CONSTRUCTION INDUSTRIES. ROGERS

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